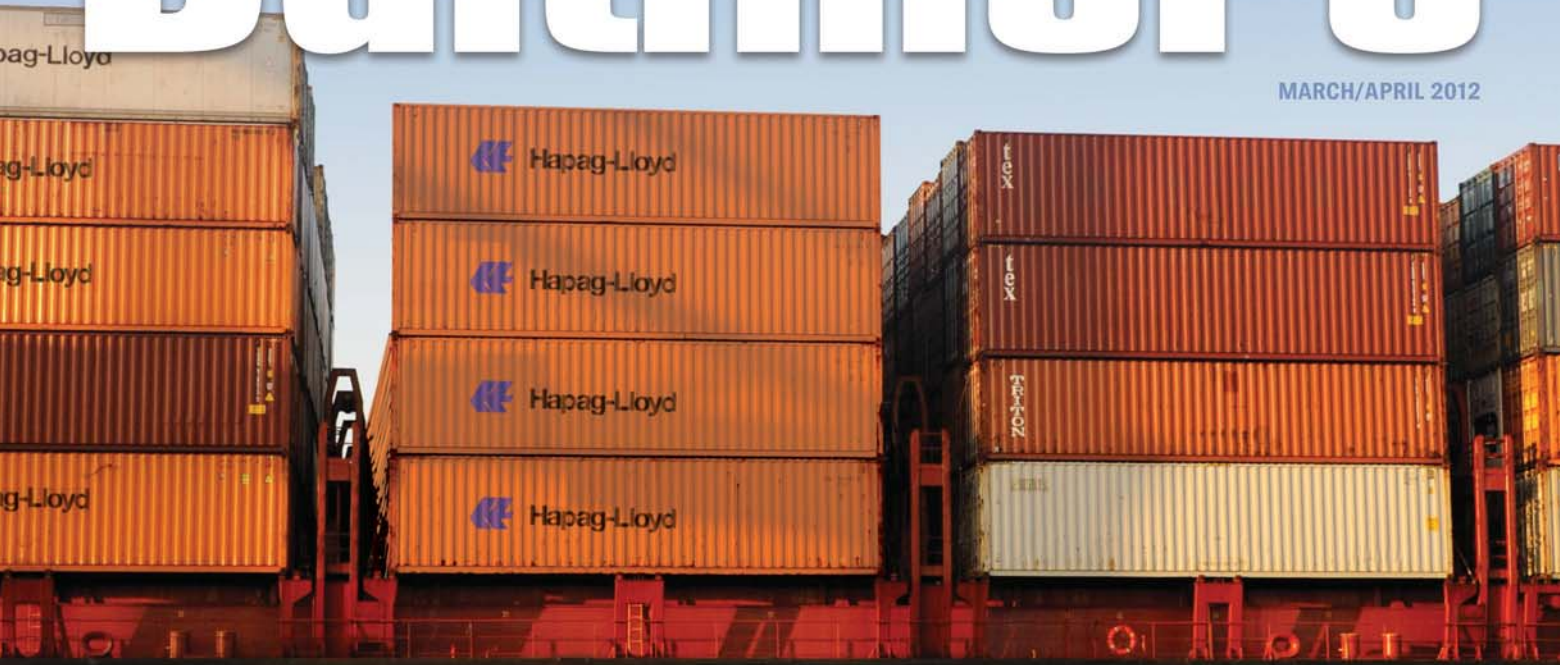


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The latest news about the Port of Baltimore can be found on Twitter. Users should go online to [twitter.com/portofbalt](https://twitter.com/portofbalt).

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Bananas in 1928

COVER: German shipping giant Hapag-Lloyd could bring up to 30,000 containers annually direct from Northern European ports as part of its Gulf of Mexico Express service through Baltimore. Hapag-Lloyd photograph by Bill McAllen.





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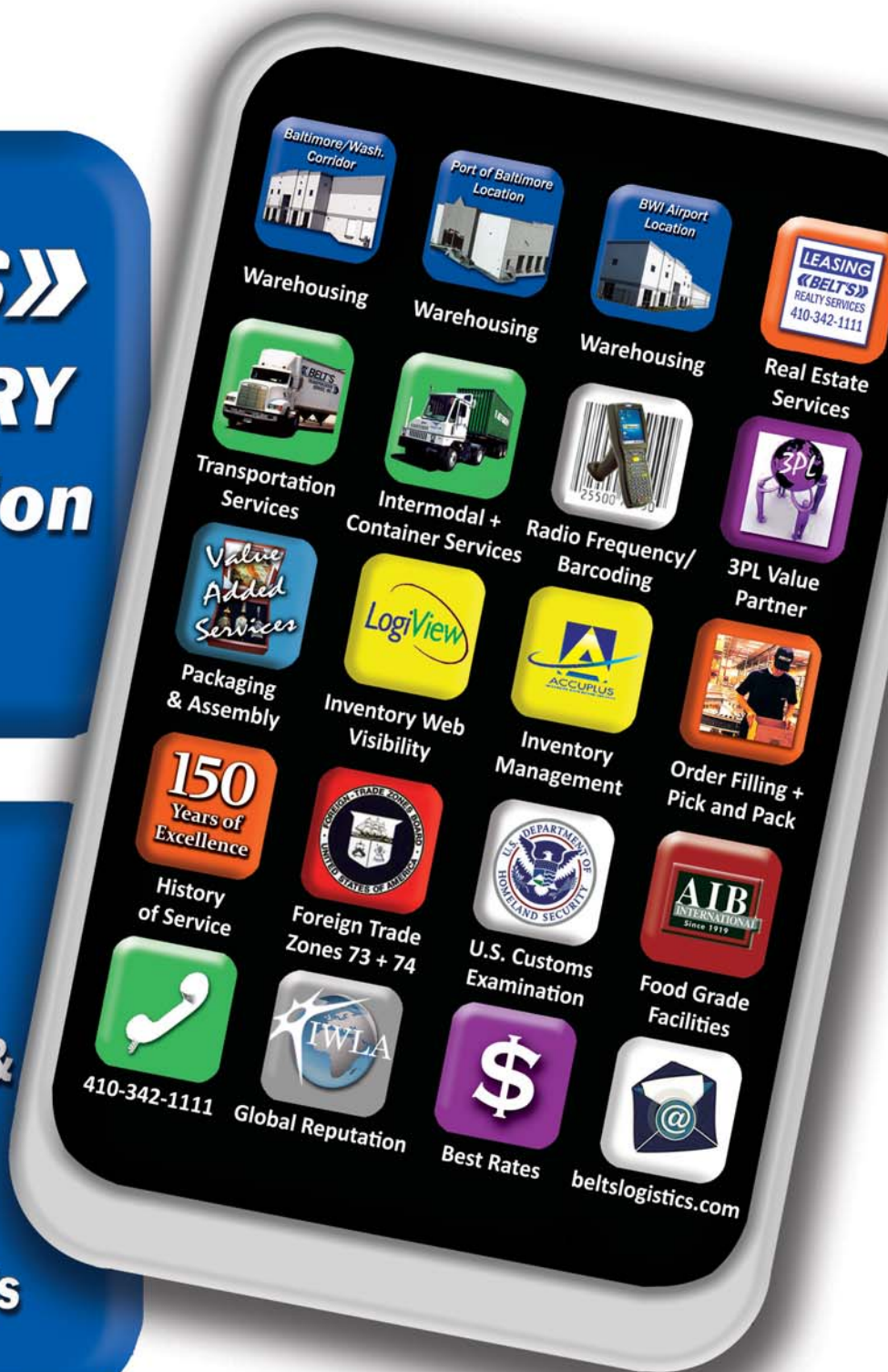
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## Smart Steps for the Environment

During the 2012 legislative session, my administration introduced legislation with the goal of creating a cleaner, greener and more sustainable future for our State. We were successful in passing legislation that increases our investment in improving the technology in our wastewater treatment systems to reduce nutrient pollution in the Chesapeake Bay. We also passed legislation that will limit development that relies on septic systems and encourages local communities to move septic growth away from areas where it will contribute to sprawl and pollution.

As detailed in this special "green" issue of the magazine, the Port also plays an important role in protecting the Chesapeake Bay and Maryland's environment. Significant advances have been made toward reducing the Port's carbon footprint and making Maryland a greener place to live and work. The Maryland Port Administration (MPA) achieved a major milestone in 2011 in being certified ISO 14001, an international standard for environmental management. The MPA's environmental management efforts concentrate on energy efficiency, stormwater controls and air quality. Thanks to the hard work of the MPA, more than 35,000 pounds of trash and debris have been prevented from washing into our waterways.

Through the Clean Diesel program, the MPA is using diesel emission reduction technologies to reduce emissions of carbon dioxide, particulates and nitrogen oxide. So far, these technologies have been installed on 42 pieces of cargo-handling equipment,

24 dray trucks, 10 locomotives and three harbor craft. The MPA is also working with other Maryland and federal partners to reduce nutrient loads and sediment in stormwater runoff at the public marine terminals and dredged material containment sites.

In this issue you can read about how solar energy has come to the Port of Baltimore. But solar is not the only improvement in energy efficiency happening at the Port. Improvements in heating, cooling, lighting and building insulations are reducing usages of electricity, steam, oil and water, as well as reducing emissions.

These efforts have not been limited to the public marine terminals. The Baltimore Port Alliance, a nonprofit group of port businesses, has engaged private marine terminals and other port businesses in an active outreach program that is working to address key environmental issues like stormwater, recycling and emissions.

By continuing to emphasize good, sound environmental management practices, the Port of Baltimore will be known for more than its successful cargo and cruise business — it will be known as a model for managing its port in a sustainable way.



Martin O'Malley, Governor

## 2012 – Off to a Strong Start

It has been a sprint full start this year for the Port of Baltimore. Picking up where we left off at the end of 2011 when international container shipping giant Hapag-Lloyd announced they would begin service to Baltimore, the first quarter of 2012 has seen successes from our public and private marine terminals as well as stevedores and labor. I congratulate all of you who have had roles in the following:

>> 17.6 percent growth in general cargo at our public terminals during calendar year to date;

>> Carnival Cruise Lines naming us 2011 Port of the Year for customer service among ports served by Carnival;

>> Domino Sugar receiving the largest sugar ship to ever travel to a port east of the Mississippi River;

>> The Port of Baltimore being ranked first among all U.S. ports for: autos, Roll-On/Roll-Off, and imported forest products, sugar, iron ore and gypsum. Baltimore ranks second overall for exported coal and imported salt and aluminum.

>> A fourth straight excellent rating by the U.S. Coast Guard on a security assessment of our public marine terminals;

>> The completed construction of the Port's 50-foot container berth at Seagirt Marine Terminal that will allow Baltimore

to become one of only two East Coast ports able to receive some of the largest ships in the world;

>> The kickoff of the Mid-Atlantic Dray Truck Replacement Program, which is providing newer and cleaner-running trucks on our marine terminals.

What is particularly pleasing to me about the above accomplishments is the diversity of our success spread among public and private marine terminals, as well as through cargo, cruise, security and the environment.

There are a lot of positive things that help us market the Port of Baltimore — an excellent geographic location, the third largest U.S. consumer market, industry-renown quality programs and some of the most efficiently-run marine terminals in the nation with an extremely productive ILA workforce. But our number one resource and reason for success is our people. Our personnel, both on the labor and management sides, understand what it takes to make our Port among the very best. For that I say thank you for a job well done and for helping us get a good jump in 2012.



James J. White, Executive Director

# SOUNDINGS

The happenings in and around the Port

## EVENTS

### Legislative Reception Keeps Port on Lawmakers' Radar

The Baltimore Port Alliance (BPA) played host to more than 100 legislators and staff members during its annual Legislative Reception in Annapolis. The event gave legislators an opportunity to interact directly with members of the Port community and become educated on the scope of the Port's activities and importance to the state's economy.

This year's 16th annual event was themed "Investing Now for the Future," and highlighted private and public investments in the Port. Maryland Comptroller Peter Franchot asked the members of the BPA to give themselves "a round of applause in celebration of the enhancements that private investments have made to the Port of Baltimore."

State Delegate Brian K. McHale, a steamship clerk and member of International Longshoremen's Association Local 953, said he took the floor at the House of Delegates the morning of the event to personally urge his colleagues to attend the event at the Governor Calvert

House. "Citizens throughout the state are stakeholders in the Port, and the legislators want to be able to tell their constituents that they are making a good investment," said McHale.

The news the legislators received from Secretary of Transportation Beverley K. Swaim-Staley was good indeed, as she told the crowd that the Port enjoyed another record-breaking year in many sectors.

Also in attendance were Maryland Department of the Environment Secretary Robert Summers and Maryland Port Administration (MPA) Executive Director James J. White. 🌐



Support for the Legislative Reception came from many Port-related companies that provided sponsorship of the BPA Bull and Oyster Roast:

Association of Maryland Pilots  
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*On hand for the 16th Annual BPA Legislative Reception were, clockwise from top left, Maryland Comptroller Peter Franchot with Jock Menzies of The Terminal Corporation and Del. Brian K. McHale; Maryland Transportation Secretary Beverley K. Swaim-Staley (at podium); Capt. Mark P. O'Malley of U.S. Coast Guard Sector Baltimore with Paul P. Swensen of Moran Towing of Baltimore; and Del. Shawn Z. Tarrant with Mark Montgomery of Ports America Chesapeake.*



## AUTOS

### Electric Vehicles Make East Coast Charge Through Baltimore

**M**itsubishi i electric vehicles recently made their East Coast debut, as the first eastern U.S. shipment arrived in February at the Port of Baltimore. The groundbreaking 2012 Mitsubishi i was recently named by the U.S. Environmental Protection Agency (EPA) as the top-ranked, most fuel-efficient vehicle available in the nation.

"With so many vehicles sold in different parts of the globe, Mitsubishi's 100 percent electric-powered vehicle has a proven record of reliability, safety and ease of use," said Mitsubishi Motors North America, Inc. (MMNA) President & CEO Yoichi Yokozawa.

Customer and fleet deliveries of the vehicle began on the West Coast in December 2011. Since March, the vehicle has been made available to test drive at participating dealerships throughout the northeast, Virginia and Illinois, with nationwide exposure expected by this summer.

MMNA, which is responsible for all manufacturing, sales, marketing, research and development operations for Mitsubishi Motors in the United States, has a network of approximately 400 dealers.

The Mitsubishi i is the first of several advanced, alternative-fuel production vehicles that the Japanese auto manufacturer plans on bringing to the North American market in the next few years. 🌐

## INTERMODAL

### Rail Line Links Baltimore and Louisville

**CSX** has added rail service between the Port of Baltimore and Louisville, Ky., as part of the National Gateway project. A public-private partnership between CSX, several states and Washington, D.C., the National Gateway project strives to produce more efficient rail service between mid-Atlantic ports and the midwestern market.

The Baltimore-to-Louisville service represents the first intermodal network connection to this market in several years. CSX expects to link the Port to more markets in the near future. 🌐

## OUTREACH

### Chilly Charity Event has Carnival Atmosphere

**C**arnival, the world's largest cruise line, also has a large heart. The company, which recently committed to a five-year extension for operating cruises out of the Port of Baltimore, is also making a commitment to the local community by taking an active role in such events as the 16th annual Maryland Polar Bear Plunge that occurred in January.

Sponsored by the Maryland State Police, the event featured a record 14,500 participants taking a dip in the Chesapeake Bay to raise \$2.5 million for Special Olympics Maryland. Carnival was not only the official cruise line sponsor, but Carnival employees such as Regional Vice President of Sales Kirk Neal and Business Development Director Kathy Donnelly (in photo) participated in the Plunge; in fact, the "Bingo World & Carnival Cruise Lines" team raised more than \$50,000.



In addition, on the day of the event at Sandy Point State Park near Annapolis, a Carnival FunFest tent was set up, filled with games and entertainment.

Other Plunge participants also had Port ties, such as a team from Choptank Transport (the "Choptank Chillers") and the Maryland Transit Administration Police Plungers. 🌐



KATHY BERGEN SMITH

## OUTREACH

### New Chaplain Called to Seafarers' Center

**T**he Baltimore International Seafarers' Center has welcomed a new chaplain to help serve seafarers arriving at the Port of Baltimore.

The addition of Lutheran Pastor Gerry Rickel in early January expanded the Center's outreach, according to the Rev. Mary Davisson. "We are delighted that Seafarers' & International House (NY) is funding Gerry's half-time work with us," said Davisson, the Center's Director since 2005. "Our shared ecumenical port coverage by volunteers and pastors now includes three full-day ship visitors most weekdays, and one most weeknights and Saturdays."

Since its founding in 1993 by the Rev. Ed Munro, the Locust Point-based Seafarers' Center has provided basic conveniences and services — such as transportation, emergency assistance, phone and Skype call access, and ship visitation — to commercial ship workers docked at the Port. The new chaplain's arrival has enabled the Center to further its mission of welcoming, serving and advocating for the city's seafarers. 🌐

## SHIPPING

### ACL Starts RO/RO Service to Russia and Finland

**A**tlantic Container Line (ACL) introduced a weekly Roll-On/Roll-Off (RO/RO) service from the United States and Canada to Russia and Finland in February. The service uses ACL's transatlantic vessels and Finnlines' ice-class Baltic vessels. Both companies are owned by the Grimaldi Group. The company said it will be the fastest and most frequent service available.

"Our customers have been asking us for a better Baltic Sea connection for quite some time," said Andrew J. Abbott, ACL's President and CEO. "This new service gives ACL another niche where we can do something better than anybody else. Finnlines is our sister company, so we will have complete control of the cargo all the way to its Baltic destination. Our transit times, frequency, reliability and customer service are the best available." 🌐

## OUTREACH

### BPA Builds a Big Following

**J**ust how many people are impacted by Baltimore Port Alliance (BPA) education and outreach programs? According to the BPA, which is a nonprofit group of maritime business leaders, in 2011:

- **10,508** people toured dredged material containment facilities
- **1,741** people participated in education and community programs at the Masonville Cove Environmental Education Center
- **1,190** people toured the Port of Baltimore or participated in a career day activity
- **427** people planted grasses at Poplar Island and Masonville.

## AWARDS

### Dundalk Organization Honors Port as "Anchor"

**T**he Port of Baltimore was recently singled out as "Renaissance Anchor of the Year" during an awards ceremony organized by the Dundalk Renaissance Corporation (DRC).

During a dinner at the Sparrows Point Country Club in March, the DRC saluted the Port's public and private sector contributors — particularly the Maryland Port Administration (MPA) and Baltimore Port Alliance — for being "an economic engine that supports the present and future growth of our community while working closely with the community to seek input, create partnerships and ensure environmental sustainability."

Also honored with 2012 Renaissance Milestone Awards were community leaders Gloria Nelson, John Long and Joe Falbo. Nelson was cited for strengthening the neighborhood of Turners Station, Long for spearheading the cleanup of historic Bread and Cheese Creek, and Falbo for working along with the Heritage Association of Dundalk to make the annual Dundalk Heritage Fair a success. 🌐



*Awards were accepted in March by MPA Deputy Executive Director M. Kathleen Broadwater and Capt. Eric Nielsen representing the Baltimore Port Alliance.*



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## NEWSMAKERS

### Port Renews Commitment To Active Customer Service

**R**epresentatives from the Maryland Port Administration (MPA) and 14 other port-related agencies and associations have renewed their Baltimore Port-Wide Customer Service Pledge.

The pledge, renewed during a monthly Baltimore Port Alliance meeting, promises that the signing agencies will meet to discuss specific issues when asked by customers. "We are the only Port that has a formalized, written customer service pledge," said Mary Jane Norris, Manager, MPA Port Operations Services.

The 2012 pledge sheet, which depicts the changing size of container ships through the years, reads: "As an active part of our port community and integral part of history, in service to our mutual customers, we the undersigned commit our local agencies and associations to meet at the request of our port customers to address specific issues, events, incidents or concerns. We fully recognize and acknowledge that our valued customers are also part of this history. Together, we will continue making history."

In addition to MPA Executive Director James J. White, representatives to have signed the pledge are from the Association of Maryland Pilots, Baltimore Customs Brokers & Forwarders Association, Baltimore International Warehouse — CES, Baltimore Maritime Exchange, Belts — CES, Maryland Motor Truck Association Intermodal Council, International



Longshoremen's Association, Maryland Maritime Association, Steamship Trade Association of Baltimore, U. S. Fish & Wildlife, U. S. Coast Guard Sector Baltimore, U.S. Customs and Border Protection, U. S. Department of Agriculture, and the U.S. Food and Drug Administration. 🌐

## EQUIPMENT

### Baltimore Gets Ice-breaking Cutter

**T**he U.S. Coast Guard will move its 65-foot cutter CHOCK from Portsmouth, Va., to Baltimore in June. The CHOCK, which has ice-breaking capabilities, is part of a fleet of small harbor tugboats built between 1962 and 1967. The relocation better positions the CHOCK, which has a crew

of six, to conduct ice operations and help with security and search and rescue in the upper Chesapeake Bay. She'll also help with security during the upcoming celebrations for the 200th anniversary of the War of 1812. Although she will be stationed at the Port of Baltimore, the CHOCK will conduct operations in the lower Chesapeake Bay on an as-needed basis. 🌐



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## NEWSMAKERS

### Stambaugh Named Traffic Club's "Person of the Year"

After stepping to the podium at the Traffic Club of Baltimore's 99th Annual Dinner in early March, former congresswoman and current Port consultant Helen Delich Bentley joked that she has been around long enough to have attended all 99 events. But Bentley put all joking aside when she spoke of David W. Stambaugh III's long-time contributions to the transportation industry in Maryland.

Stambaugh was introduced as this year's Traffic Club "Transportation Person of the Year" (Bentley was so honored in 1965). Having served as General Manager of the Baltimore Maritime Exchange since 1988,

Stambaugh started with the non-profit corporation 15 years earlier as a radio dispatcher. Under his leadership, the Exchange has provided timely and accurate information on vessel arrivals and departures to its membership by leveraging business and Port community relationships and by using the most advanced technologies of the day.

Stambaugh represents the Exchange and its membership on the Harbor Safety and Coordination Committee, the Area Maritime Security Committee and AMSC Communications Sub-committee, the Maritime System Recovery Unit, the Federal Agency Quality Work Group, the Citizens Advisory Committee to

the Dredged Materials Management Program and the Baltimore Port Alliance Executive Steering Committee.

At the national level, Stambaugh has served as Chairman of the Board and past President of the Maritime Information Service of North America and currently serves as Secretary.

Prior to coming to the Exchange, the University of Maryland Baltimore County graduate worked as a children's art teacher, a carpenter and a hospital research assistant. His hobbies include sailing, sea kayaking, drawing, painting, carpentry and cooking. He lives with his wife in a house he helped to build on property in Baltimore County that has been in the family for more than 150 years.

The Traffic Club dinner was a black-tie-optional event held March 1 at Martin's West in Baltimore. 🌐





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## Lessening the Load On the Bay

### MPA Team Tackles Plan for Water Quality Improvements

JUPTERIMAGES

**T**he Maryland Port Administration (MPA) is taking a proactive approach to benchmark its Total Maximum Daily Loads (TMDLs) — numbers that reflect the amount of pollution a body of water can receive and still meet water quality standards.

"As stated in our environmental policy, we believe that protection of the Chesapeake Bay and stewardship of the state's

natural resources are essential elements of MPA's mission," said MPA Deputy Executive Director M. Kathleen Broadwater. "Therefore, establishing an in-house team to develop a master plan for water quality improvement was felt to be an appropriate response."

An executive order issued by President Barack Obama in 2009 to protect and improve the water quality of the Chesapeake Bay demands a

reduction in three pollutants: nitrogen, phosphorus and sediment, including sediment picked up by stormwater running across impervious surfaces.

In December 2010, the U.S. Environmental Protection Agency (EPA) and local Chesapeake Bay jurisdictions established a nutrient and sediment pollution diet for the bay, known as the Chesapeake Bay Total Maximum Daily Load. The complex, multi-jurisdictional TMDL addresses the 64,000-square-mile watershed with a goal of meeting 70 percent of the final target load by 2017, eight years prior to the date when the entire final target load must be met. Each segment of impaired waters, from small streams to the Inner Harbor, will have its own TMDLs.

The MPA's marine terminals were identified as an affected sector because they have permitted stormwater management systems, which handle stormwater that runs across the paved surfaces of the terminals. The next phase of the bay's TMDL will be to develop local watershed implementation plans, with detailed reduction targets and specific strategies to meet water quality goals. No regulatory limits have been set yet.

"We decided in-house to develop our own team and define what our loading is and develop methods to reduce it," said Barbara McMahon,

Manager, Safety, Environment & Risk Management for the MPA.

Bill Richardson, MPA Environmental Manager, added, "We're trying to get everything in order so when allocations are identified for permit holders, we're in a position to act quickly. We've been proactive and we're pulling our information together."

The first step in gathering information is to identify the drainage areas, including city and county storm drain connections, and determine the land use and activities that occur there. With that information, the MPA can develop assessment tools and identify stormwater controls.

Some steps are already in place to reduce the impact of stormwater-borne pollutants: A storm septic installed at Dundalk Marine Terminal filters sediments and oils, oil and water separators have been installed at several terminals, and stormwater inlet filters at the Dundalk and Seagirt marine terminals collect sediment and petroleum products. The filters, which have been in place for about two years, are the newest innovation.

"As projects come up, we're always evaluating current technology," Richardson said.

A key part of reducing pollutants and complying with TMDLs is to establish best management practices.

"When we do have TMDLs



established for terminals, there is a list of best management practices approved by the Maryland Department of the Environment and the Environmental Protection Agency, and that list is what we'll use to improve the terminals," Richardson said.

The MPA's marine terminals total some 4,000 acres, about 90 percent of which are covered with impervious surfaces. But the pollution load at the terminals is less than half of one percent of the bay's total TMDL load.

"We are a minor role, but we take our part seriously," McMahon said.

Richardson added, "We abut the water and we have an obligation to be a good steward of the Chesapeake Bay." 🌐

## Wind Power Whips Through Review

A major step has been taken toward developing wind energy on the Outer Continental Shelf off the coasts of Maryland, Virginia, New Jersey and Delaware.

Maryland Governor Martin O'Malley, U.S. Secretary of the Interior Ken Salazar and Interior's Director of the Bureau of Ocean Energy Management (BOEM) Tommy P. Beaudreau announced Feb. 2 at a press conference in Baltimore that the Department of the Interior's renewable energy initiative, which includes offshore wind power, had cleared an important environmental review.

BOEM's National Environmental Policy Act (NEPA) assessment found that there would be no significant environmental and socio-economic impacts from issuing wind energy leases in designated Outer Continental Shelf (OCS) areas off the mid-Atlantic Coast.

In February, BOEM also published "Calls for Information and Nominations for Maryland



*Gov. Martin O'Malley, left, was joined by U.S. Secretary of the Interior Ken Salazar during February's wind-energy press conference.*

and Virginia" to solicit lease nominations from industry and request public comments regarding site conditions, resources and multiple uses of the Wind Energy Areas. These leases would allow for the construction of giant windmills in the water. 🌐

## Improving Air Quality

The Maryland Port Administration (MPA) has provided funding support for the Mid-Atlantic Dray Truck Replacement Program, which helps short-haul dray truck owners and operators working at the Port of Baltimore replace older models with newer, cleaner-running trucks.

Funded by a grant from the U.S. Environmental Protection Agency (EPA), the program is administered by the Mid-Atlantic Regional Air Management Association (MARAMA) and the University of Maryland Environmental Finance Center. The program provides \$20,000 per vehicle as an incentive. The applications are judged on a set of criteria, including the age of the truck and the number of trips it takes to and from the Port. The vehicles that are being replaced must be scrapped so that they will not remain in service elsewhere, and they must be replaced with trucks whose engines are no older than 2007 models.

"The Port Administration is committed to the continuous improvement of air emissions at the Port of Baltimore, and the Dray Truck Replacement Program is an important continuation of our Clean Diesel Program of the last few years," said MPA Deputy Executive Director M. Kathleen Broadwater. Interested trucking companies can find more information at [www.efc.umd.edu/cleandiesel.html](http://www.efc.umd.edu/cleandiesel.html). 🌐



## 2011 Environmental HONORS

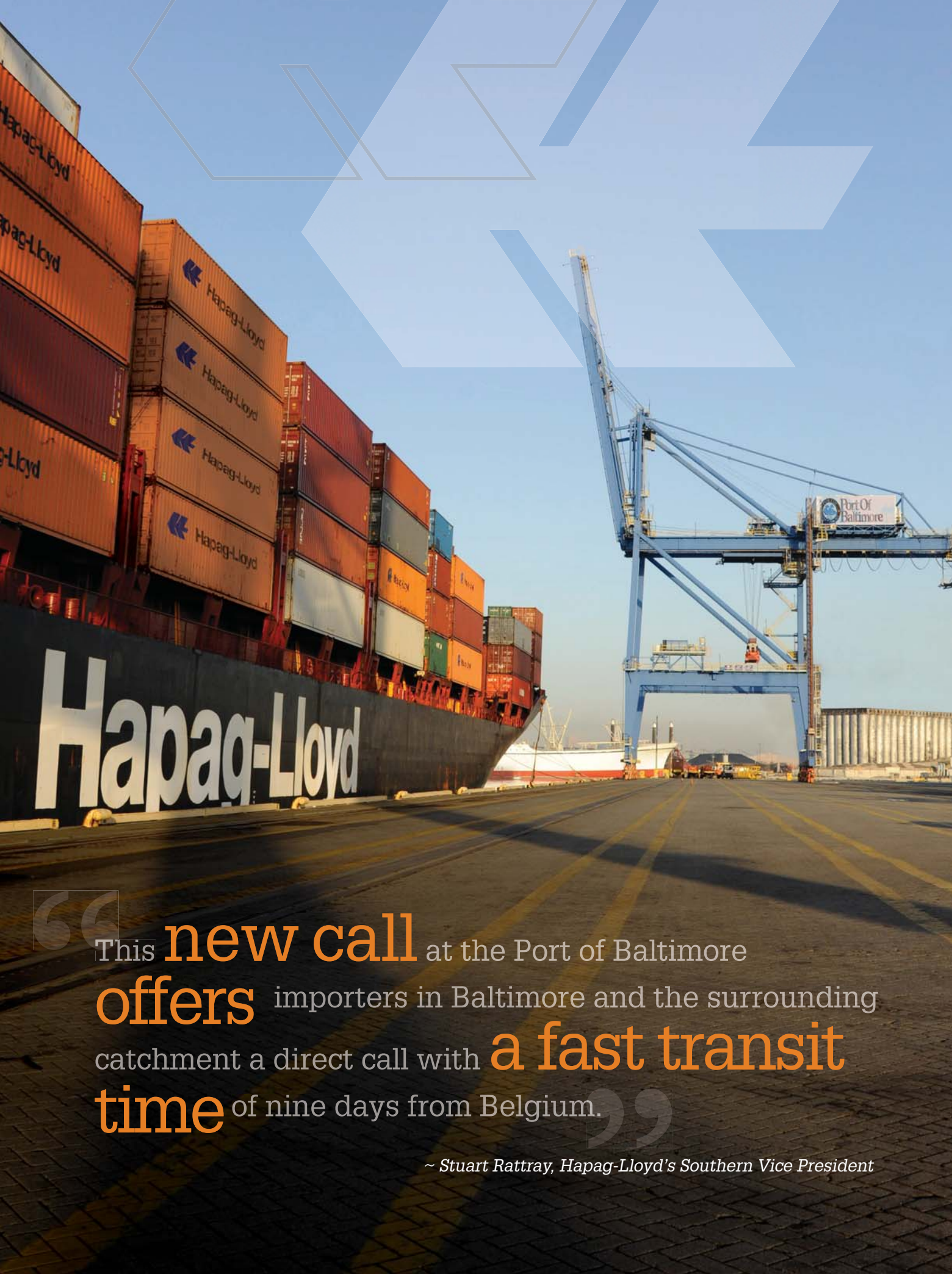
Last year, the Maryland Port Administration (MPA) chalked up many successes related to its greening efforts at the Port of Baltimore.

The MPA won an Environmental Achievement Award from the U.S. Environmental Protection Agency (EPA) for several of its environmental initiatives, including its Dredged Material Management Program, which reuses dredged material in innovative ways such as wetland restoration and island re-creation; the Clean Diesel Program, which installs cleaner-running engines in port equipment such as locomotives and harbor craft; and the Schoolyard Greening Program, which replaces pavement at schools with grass and trees. 🌐

## Community Cleanup Near Port

A cleanup day was scheduled by the Baltimore Port Alliance Environmental Committee, in partnership with the nonprofit Turner Station Conservation Teams, on a tract of land along a tidal inlet between the new Sollers Point community center and the entrance to the Turners Station Park.

The community would like to see the area, which is near Dundalk, re-landscaped, with a fitness path for walkers. The cleanup was scheduled for April 21. 🌐



“

This **new call** at the Port of Baltimore  
**offers** importers in Baltimore and the surrounding  
catchment a direct call with **a fast transit**  
**time** of nine days from Belgium.”

”

~ Stuart Rattray, Hapag-Lloyd's Southern Vice President



# HAPAG-LLOYD IS HERE!

BY KATHY BERGREN SMITH  
Photography by Bill McAllen

## Weekly Service Arrives Directly from Northern Europe

**G**erman shipping giant Hapag-Lloyd has begun weekly service to the Port of Baltimore that could bring up to 30,000 containers annually direct from Northern European ports. The Gulf of Mexico Express now makes Baltimore its first North American port of call before heading south to the Gulf.

Stuart Rattray, Hapag-Lloyd's Southern Vice President, said that the addition of a service to Baltimore is part of his company's commitment to its customers.

"We continue to optimize our network according to customer demand, cargo origin and destination shifts, and opportunities to improve efficiencies," Rattray said. "This new call at the Port of Baltimore offers importers in Baltimore and the surrounding catchment a direct call with a fast transit time of nine days from Belgium."

The new service to Baltimore is projected to increase container traffic through the Port by 10 percent. Governor Martin O'Malley called it "outstanding news for the Port and the thousands of people employed there."



More containers mean more work and more stability for the Port labor force."

Hapag-Lloyd and the Port of Baltimore share a long history. Germany's largest shipping company is the union of two fierce competitors from the days of sail and steam. Hamburg-based Hapag and Bremen-based Lloyd both had service to Baltimore. In 1868, the Baltimore & Ohio Railroad partnered with Lloyd to begin a fortnightly service direct from Bremen to Baltimore on two new ships, the *Leipzig* and *Ohio*. Those ships carried approximately 355 tons of cargo and up to 570 passengers on their way to begin a new life. By 1906, both Hapag and Lloyd ships were calling Baltimore weekly.

In 1970, Hapag and Lloyd merged. Today, Hapag-Lloyd, the world's fifth-largest container line, operates a fleet of 140 state-of-the-art container ships that moved almost 5 million containers (TEU) last year. The company offers 80 liner services serving every continent.

Governor O'Malley credits the Port's public-private partnership with stevedore Ports America Chesapeake for attracting the new business. Seagirt Marine Terminal,

the Port's primary container facility, is being developed into one of the most efficient and competitive terminals on the East Coast. Ports America Chesapeake recently completed work on a 50-foot berth that will accommodate new traffic from the expanded Panama Canal, and is awaiting delivery in May of new cargo-handling cranes. "Just two years ago, we broke ground on the Port's new 50-foot container berth to capture the new business from the Panama Canal

*Celebrating the announcement of Hapag-Lloyd's new weekly service to Baltimore were, from left, Maryland Port Administration Executive Director James J. White, Maryland Secretary of Transportation Beverley K. Swaim-Staley, Hapag-Lloyd Southern Vice President Stuart Rattray, Ports America Chesapeake Chairman Christopher Lee and U.S. Rep. C.A. "Dutch" Ruppersberger.*







*February's event welcoming Hapag-Lloyd to Baltimore included speeches by Maryland Transportation Secretary Beverley K. Swaim-Staley, top left, and Ports America Chesapeake Chairman Christopher Lee, top right. Hapag-Lloyd Southern Vice President Stuart Rattray, left, was also on hand.*



KATHY BERGREN SMITH



Just two years ago, we broke ground on the Port's new 50-foot container **berth** to capture the **new** business from the Panama Canal expansion, and Maryland already is seeing the **economic payoff**.

~ Governor Martin O'Malley



expansion, and Maryland already is seeing the economic payoff," the Governor said. "This new berth for the larger ships, great rail access and our partnership with Ports America are key reasons that Hapag-Lloyd chose to make the Port of Baltimore its first U.S. port of call for their new Gulf of Mexico Express service. Together, as partners, we will be creating jobs today and tomorrow for Maryland families as one of only two U.S. East Coast ports to have both a 50-foot channel and 50-foot berth."

U.S. Rep. C.A. "Dutch" Ruppersberger added, "An agreement like this means more ship traffic and cargo for the Port of Baltimore and more jobs for Maryland families. The Port is the backbone of industry in the State of Maryland, and I will continue

working with the rest of our Congressional delegation to secure much-needed federal support to keep it competitive."

Ports America Chesapeake President and CEO Mark Montgomery said that Hapag-Lloyd and his stevedoring firm have relationships in 84 Ports America terminals. He added that Baltimore's strategic location within the enormous consumer markets of the East Coast and Midwest, coupled with the Port's highly efficient labor force, makes it a good choice for Hapag-Lloyd. Montgomery cited another large Port-related infrastructure project as a factor in attracting container traffic to the new Seagirt Marine Terminal.

"Baltimore's strong local market and access to the CSX National Gateway should provide customers faster, more economical ways to market," he said.

CSX has partnered with the federal government and the governors of six states

and the District of Columbia on one of the largest infrastructure projects since the railroads were built. The Maryland segment of the \$860 million project includes the relocation of the CSX intermodal facility outside of the Seagirt Marine Terminal. The new facility will strengthen the direct link from the Port of Baltimore to the midwest. The move also frees up valuable space at the terminal for the predicted increase in container traffic when the Panama Canal expansion is complete in 2014.

The modernization of the facilities at the Port of Baltimore through public-private partnerships, coupled with what the MPA's White calls the "best longshoremen in the country," have attracted three of the world's top five container shipping companies. 🌐





# Solar Savings

BY NANCY MENEFEE JACKSON

Photography Courtesy of Maryland Port Administration



Did You  
Know?

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Earth's Surface Every Hour To  
Meet World Energy Demand  
For An Entire Year.



## Cruise Maryland Terminal Draws Energy From Photovoltaics

Every time the sun shines, the Cruise Maryland terminal at the Port of Baltimore reduces its demand for energy from a coal-fired power plant. Even on a cloudy, rainy day, the cruise terminal's new solar energy system still generates some electricity.

The 750-kilowatt, high-efficiency photovoltaic system produces 379,518 kilowatt hours a year — energy that is worth about \$37,952. "This will reduce our demand by 2,024 kilowatts," said Ed Klingenstein, Engineering & Energy Manager for the Maryland Port Administration (MPA). "It's a greener system. On a cloudy, rainy day this past January, the system was still producing 25 kilowatts of energy."

On hot sunny days, that number soars to 225 to 250 kilowatts of energy.

The system was installed early this year as part of a \$27 million energy-savings and performance contract that the MPA awarded to Pepco Energy Services Inc. The contract also includes a Geothermal Harbor Heat Sink that will cool the Baltimore World Trade Center (site of the MPA's headquarters), as well as other conservation measures.

"The solar panels on the cruise terminal fall in line with our energy efficiencies," said Cynthia Burman, Manager, Cruise Maryland. "This is just another example of how the Maryland Port Administration is always looking to improve facilities and enhance green initiatives."

The MPA also owns the renewable energy credits that represent proof that energy was generated from a renewable resource. Energy credits are commodities that can be sold or traded. 🌐





# UNDERGROUND OPERATION







## State-of-the-Art Stormwater Runoff System Keeps Harbor Clean Around Seagirt

BY NANCY MENEFFEE JACKSON

Photography Courtesy of Ports America Chesapeake

When Seagirt Berth 4 is fully functional later this year, visitors will marvel at its capacity to handle the world's biggest ships, thanks to its 50-foot depth and Super Post-Panamax cranes.

They won't see an equally innovative stormwater management system, yet its behind-the-scenes — or more accurately, under-the-scenes — role in the new berth will ensure a cleaner Chesapeake Bay.

"This is the first system of its type in East Coast maritime space that does what it does," said Mark Montgomery, President and CEO of Ports America Chesapeake.

The system collects stormwater runoff from the new pier and filters it through a series of large, underground chambers before discharging clean water back into the harbor's waters. The chambers are equipped with baffles made of ABS plastic and built into the base of the supporting structure.

Mark Schmidt, Terminal Manager for Ports America Chesapeake, explained that the arch-topped chambers are 24 feet wide, 11 feet high and 190 feet long. Running the water through baffles and detaining it gives



When the water rises to a certain level, a pipe carries it to another chamber, where it again is filtered, giving any remaining pollutants a chance to settle, and then the cleaned water is discharged.

sediments and other pollutants a chance to settle to the bottom. When the water rises to a certain level, a pipe carries it to another chamber, where it again is filtered, giving any remaining pollutants a chance to settle, and then the cleaned water is discharged.

The maximum flow rate through the system is 10 cubic feet per second, and the chambers have a volume of 70,000 cubic feet. The large volume enables the system to better handle floating debris and sediment.

A check valve on the discharge pipe keeps harbor waters from backflowing into the system. At regular intervals, the sediment that remains behind in the chamber will be pumped out and hauled away for treatment. A series of manholes gives workers access to each chamber.

Known as a Con/Span system, the pre-cast chambers are built by Contech Construction Products, Inc., a company that specializes in pre-cast stormwater management systems. The continuously working system does not need engines or pumps.

"It's all just the flow of the water," Schmidt said.

Barbara McMahon, Maryland Port Administration (MPA) Manager, Safety, Environment & Risk Management, said, "We're excited about this new technology, and hope that this technology or something similar will be a model for future projects."

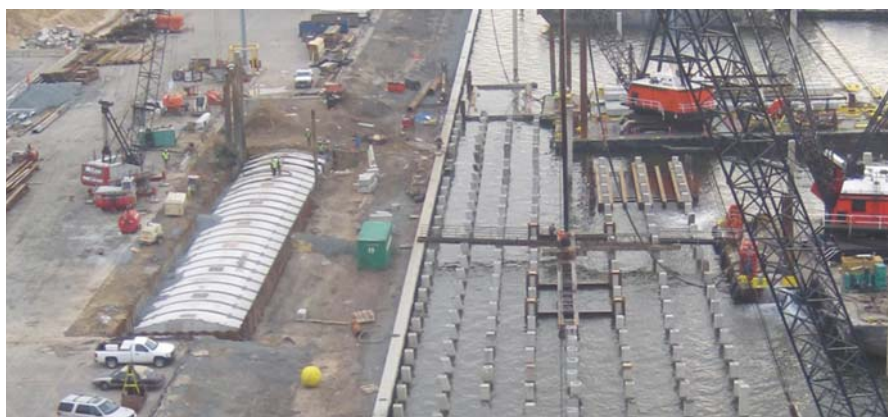
Schmidt noted that one of the provisions of the contract between Ports America

Chesapeake and the MPA — an innovative public/private partnership that received industry awards — was to provide a storm-water management system.

"We worked with the Maryland Department of the Environment and the MPA, and they set some standards for Berth 4, and the engineers crafted this system," Montgomery said.

The groundbreaking nature of the project is in keeping with Ports America's overall commitment to the environment.

"Ports America is one of the leaders in environmental sustainability," said Montgomery, who added that the company has utilized funds provided through the Diesel Emissions Reduction Act (DERA) for the retrofitting or replacement of diesel



## Update on Berth 4

Construction of the wharf for Berth 4, the 50-foot-deep berth at Seagirt Marine Terminal, is finished.

"The contractor, McLean Contracting Company, finished on time and under budget," said Ports America Chesapeake President and CEO Mark Montgomery. "McClean did a fantastic job on completing the wharf."

The four new Super Post-Panamax cranes have been erected by their manufacturer, ZPMC, and are being tested in China. Meanwhile, the existing trolley cranes can gantry to Berth 4 to unload an actual ship as a dress rehearsal for the berth's imminent opening.

equipment to reduce air pollution.

"Prior to DERA, we bought new yard trucks with cleaner-running engines," Montgomery said. "We've been looking to create green power wherever we can."

Right now, Ports America Chesapeake is testing a Tier IV engine, which would significantly reduce smog-causing emissions, on a top loader at Seagirt Marine Terminal.

"We're always looking at ways to make an industrial environment cleaner," Montgomery said. 🌐



## Baltimore, Maryland, Deep-Water Berth for New Super Panamax-sized Vessels



### Wharf Completed...Cranes are Coming



**Baltimore's Seagirt Marine Terminal  
is planning for the future NOW.**

Ports America Chesapeake has  
completed the new 50-foot berth  
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four super-post-Panamax cranes  
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# 'A Better Business Solution'

Mitsubishi Fuso Trucks Make Their Way Through Baltimore To Discerning Customers



## At-A-Glance

- Fuso trucks are efficient, maneuverable medium-duty trucks well suited to a variety of jobs.
- The company employs 76 people and is headquartered in Logan, N.J.
- The Port of Baltimore handles about 2,500 Fuso trucks annually, which are bound for a network of 215 dealers across North America.
- Mitsubishi Fuso Truck of America, Inc. is a subsidiary of Mitsubishi Fuso Truck and Bus Corp., Kawasaki, Japan, an integral part of the Daimler Trucks Division of Daimler AG.

[www.mitfuso.com](http://www.mitfuso.com)



BY NANCY MENEFEE JACKSON

Photography Courtesy of Mitsubishi Fuso Truck of America, Inc.

Mitsubishi Fuso's cabover trucks are versatile workhorses ideally suited to cramped urban areas that require negotiating tight streets and alleys.

In fact, the shortest-wheelbase Canter cabover boasts a tighter turning radius than a Mini Cooper. Because the cab is placed over the engine, eliminating the hood, drivers can see the ground just six feet in front of the truck. (A typical conventional hood blocks the driver's view of the ground up to 25 feet in front of the truck.)

These medium-duty trucks are equally at home on the farm or with a landscaping business. Some work for the government, where their fuel economy and reduced costs fit well with tight budgets. They can be equipped with everything from refrigerated boxes and street sweepers to snow plows, and a four-wheel-drive version is available. Fuso trucks are adept at pickup and delivery, easily backing up to loading docks or making deliveries on congested streets.



"There's just an endless use for these vehicles," said Mike Rumsey, Vice President of Sales Operations for Mitsubishi Fuso Truck of America, Inc., the national distributor for Fuso trucks that have weight ratings of class 3 to class 5. These classes of trucks are equipped with diesel engines that meet federal efficiency standards and

are clean-idle certified. The Canter model, introduced in March 2011, uses a small displacement/high performance engine that delivers both high torque and fuel economy. That appeals to buyers who care about their carbon footprint as well as saving money.

"Everything we do is intended to deliver a better business solution for the owner," said Rumsey. "We want to improve their bottom line. The design intention is to improve fuel economy and provide lower cost of ownership."



Manufactured in Japan, the trucks mostly report for duty in the United States through the Port of Baltimore, which is the company's No. 1 point of entry into North America. (Trucks also arrive through the ports of Jacksonville, San Diego and Tacoma, Wash.)

Rumsey said Baltimore handles about 2,500 Fuso vehicles annually. The trucks are distributed to a network of 215 dealers.

Initially, Mitsubishi Fuso Truck of America, Inc., which was founded in 1985, chose Baltimore for its location near the company's Logan, N.J., headquarters. But the company quickly appreciated the quality and convenience of the Port.

"We service everything out of Baltimore — to New England and Canada, the upper Midwest, all the way to the Mississippi River," Rumsey said. "It's a great central location, and the Port of Baltimore has always been very easy to work with. The incidence of damage is very low. The guys who drive the trucks off do a great job."

Lawrence Johnson of Maryland Port Administration (MPA) Trade Development, noted, "Mitsubishi Fuso Trucks has been a dedicated supporter of the Port of Baltimore for more than 25 years. This longevity translates to many years of excellent service the Port and its providers have given to Fuso. All the services they require at the Port are first rate, from the ocean shipping lines, stevedore, processing and haul-away trucking to their dealers."

AMPORTS, Inc. provides vehicle-processing services. "We've had a very long-term relationship with Fuso," said Steven Rand, AMPORTS President and CEO. "They've been a great partner."

Rand sees Fuso's sales as a barometer of the improving economy. "You can tell people are spending money and putting those trucks into service."

Rumsey likes the efficiency of having a Foreign Trade Zone at the Dundalk Marine Terminal. And Fuso utilizes all three of the Japanese carriers: "K" Line, MOL and NYK.

Rumsey cites the safety measures in place as an important part of the Port of Baltimore's success. "The quality of their work is just unsurpassed," he said. "It's been a long-standing relationship with the Port and AMPORTS, and it's been a real positive relationship." 🌐



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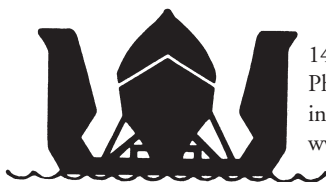
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# eam Effort

## Turnaround Takes Shape at North Locust Point Terminal

KATHY BERGEN SMITH

BY BLAISE WILLIG

**B**altimore's North Locust Point has a long and varied past. It has served as a cargo pier for the Baltimore & Ohio Railroad, performed a vital role in America's export of coal and grain, and welcomed thousands of immigrants looking for a new beginning in a young nation full of promise.

But it has also endured stretches when the property was being underutilized.

Today, thanks to the combined work of the Maryland Port Administration (MPA), International Longshoreman's Association (ILA), Project Stevedoring and other groups, the North Locust Point Marine Terminal is enjoying its own fresh start and promises to contribute mightily to the continued success of the Port of Baltimore.

"The Port once again has put forth a team effort to expand business and job opportunities," noted Rex Wheeler of Canton Port Services, LLC, which owns Project Stevedoring.





North Locust Point is keeping busy thanks to the efforts of many people, including, from left, Canton Stevedoring Vice President John Manzari, Mike Clark of ILA Local 953, Canton Stevedoring President Rex Wheeler and Jeff Burkman of ILA Local 2066.



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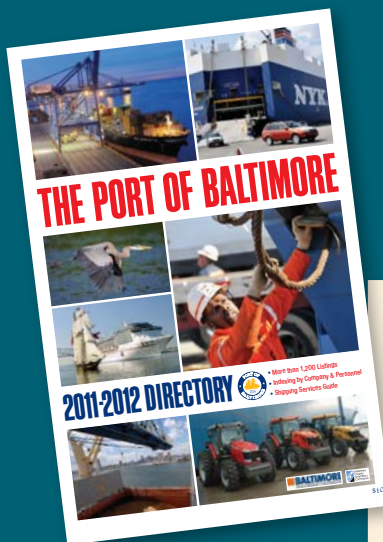
"With the support of the International Longshoremen's Association and the Maryland Port Administration, Project Stevedoring has secured long-term contracts for road salt and copper slag."

~ Rex Wheeler,  
Canton Stevedoring President

The MPA entered the picture at North Locust Point in 1964, signing a long-term lease when B&O Railroad halted its operations there. After extensive renovations that included the construction of two warehouses totaling 300,000 square feet, the terminal got down to the business of handling breakbulk cargoes for both import and export.

"As containerization took over the freight world, the terminal fell on hard times," Wheeler said. "No longer were there droves of second- and third-generation longshoremen walking to work from the Locust Point neighborhood."

Wheeler, who formed Canton Stevedoring in 1998 to service the non-ferrous metals industry, eventually diversified his cargo base to include all types of breakbulk cargo, including steel, plywood and project cargoes. "In August of 2010, we diversified further with the opening of a drybulk operation at North Locust Point,"



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Wheeler said. "With the support of the International Longshoremen's Association and the Maryland Port Administration, Project Stevedoring has secured long-term contracts for road salt and copper slag."

Richard L. Schiappacasse with MPA Trade Development noted that Wheeler's expertise and determination heightened the team's ability to get North Locust Point kick-started. "We owe it to his innovative approach — his ability to think outside the box," Schiappacasse said. "He recognized North Locust Point for the asset that it could be, and then very quickly — but also safely and in an environmentally correct manner — made the bulk-product operation happen."

Wheeler explained that road salt end-users are pleased to have a new terminal to pick up their loads on the south side of the Baltimore Harbor, "avoiding the harbor tunnel and the congestion at other salt terminals." In addition, the copper slag is part of a global recycling project, arriving as a byproduct of Japan's copper smelting process. "It used to go to a landfill," Wheeler said. "Our customer brings it to the U.S., where it is used in cement and as grit for sand blasting."

Tramp cargoes of steel beams and rebar are also being off-loaded at North Locust Point.

In all, more than 220,000 tons of cargo were handled at the 90-acre terminal over the last half of 2011.

"Once again, North Locust Point Marine Terminal is hosting ship after ship," Wheeler said. "Thousands of man-hours are being logged both for stevedoring operations and truck loading."

As Schiappacasse noted, "What's going on now at North Locust Point just goes to show what can happen when you take a creative approach to a situation and put it in the hands of quality laborers." 🌐



KATHY BERGREN SMITH



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## BILL WADE

### Always on the Scene for Ceres

BY MERRILL WITTY  
Photograph by Kathy Bergren Smith

[www.ceresglobal.com](http://www.ceresglobal.com)



**B**ill Wade has an interesting perspective on operations at the Port of Baltimore. Not only is he the Marine Manager at Ceres Marine Terminals, but at 32 years of age, the 10-year Ceres veteran is also Baltimore born and raised. He attended nearby Calvert Hall College High School and then joined Ceres right out of West Virginia University.

"A lot has changed for the better at the Port of Baltimore and Ceres over the last 10 years," said Wade, who is married and has an infant son. "Together, we can make great things happen, and I look forward to being a part of it."

As Marine Manager, Wade is a "jack-of-all-trades" for Ceres. He coordinates

day-to-day operations with customers, labor, manufacturers, etc., and with ocean carriers such as NYK, Höegh, "K" Line, Liberty and Sallam, he ensures that quality concerns and operational aspects are met and maintained by Ceres' ILA labor and superintendents. He is also on committees with the Steamship Trade Association of Baltimore.

The majority of Ceres' stevedoring and cargo-handling business consists of Roll-On/Roll-Off (RO/RO), automobiles, break-bulk and project cargoes, as well as cruise and terminal management. Wade coordinates the labor for each ship and performs safety and quality inspections.


"Bill is one of Ceres' shining stars,"

said Maryland Port Administration (MPA) Executive Director James J. White. "He's worked hard since Day One and he's one of the main reasons why Ceres has been so successful with Roll-On/Roll-Off cargo at the Port of Baltimore."

Outside of his daily responsibilities, Wade has also worked with Ceres' IT department and an outside vendor to develop the organization's RO/RO Terminal System for tracking cargo that is loaded and discharged. Furthermore, Wade was a key member of the business development team for Ceres to acquire land in Dundalk Marine Terminal (Ceres now has operations at Dundalk and the Fairfield Terminals), and setting up all aspects of receiving and delivering customers' cargo.

Along with improving the company's current business, Wade is constantly exploring new opportunities. "We're always looking at potential customers around the world to bring their business to the Port of Baltimore," he said. "As we assess their needs, Ceres evaluates how this business could be a fit here. Ceres is always in contact with many of the world's steamship lines and manufacturers and welcomes ways to help improve their/our business."

Potential customers include major cruise lines, as Ceres is becoming "heavily involved in the cruise industry here," getting stores and baggage on and off vessels, Wade said. He noted, "Ceres is North America's premier cruise stevedore and terminal operator."

Wade derives satisfaction from his participation on the Port's Quality Cargo-Handling Action Team (QCHAT), The QCHAT program, for which Wade has served as co-chair since 2010, sets the standard for global quality and excellence in cargo handling at the Port. Specifically, it assesses performance areas, identifies problems and takes corrective action steps when necessary. In addition, the QCHAT initiative measures prevention factors to keep problems from occurring. 



## CERES Takes the ENVIRONMENT Seriously

Like most Port of Baltimore businesses, Ceres Marine Terminals is going green. Ceres has had a corporate environmental program in place for many years now, and continually looks for more efficient ways to go green and also encourage customers to do so.

Besides using ultra low-sulphur diesel fuel in all their equipment, Ceres has a no-idling program, whereby equipment engines are turned off after just a few minutes. Ceres' yard hustlers have been retrofitted to lessen emissions; all new diesel equipment purchases must be Tier 3 compliant. "We track use of electric, fuel, oil and transmission fluid and send all used fluids to be recycled," Wade said. "Also paper, plastic, aluminum and glass are recycled."

A new bathroom going into the Ceres terminal office at Dundalk Marine Terminal will help in eliminating a significant amount of paper waste, use low-water-use toilets and automatic faucets. Even the hand dryers will use 90 percent less electricity than is standard.



### ABOUT Ceres Terminals Incorporated:

- One of the largest stevedores and marine terminal operators in North America.
- Established in 1958, Ceres has grown to encompass operations in major ports in the United States and Canada.
- Growth-oriented and financially sound, Ceres is dedicated to providing the highest quality, most reliable, cost-effective stevedoring, terminal operations and ancillary services available in the business of transportation.
- Ceres Terminals Incorporated operates as a standalone company in the Harbour Division of the NYK Group.
- Ceres is ISO 9001:2008 certified in all of its major port operations.



CAPTAIN KEVIN GUGLIOTTA, AMP

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PHOTOGRAPHY BY BILL MCALLEN



*Welcoming the NYK Zenith Leader to Baltimore were, from left, Inchcape's Matt Lyneis, Capt. Aleksandrs Pavlovs, MPA's Lawrence Johnson, Zachary Duffie of NYK Logistics and Bill Wade of Ceres.*

## NYK's Zenith Leader Arrives in Baltimore

The NYK Line's *Zenith Leader* arrived in Baltimore for the first time in January. Sailing under a British flag, the vehicles carrier discharged 2,209 units at the Port. The *Zenith Leader* measures 199.94 meters in length by 32.26 meters in width.

**Agent:** Inchcape Shipping Services

**Stevedore:** Ceres Marine Terminal

**Towing Company:** Moran Towing of Maryland



*On hand for the arrival of the United Adventure were, from left, Tim Kassel of T. Parker Host, John Lowenhaupt of Xcoal Energy & Resources, MPA's Michele Nickoles, Capt. Romeo R. Gamale and Raphael Christofidis of T. Parker Host.*

## United Adventure Ventures to U.S.

The capesize bulk carrier, *United Adventure*, arrived in Baltimore to load a cargo of coal supplied by Xcoal Energy & Resources at the CNX Marine Terminal in February. The *United Adventure* was delivered from the Philippines' Tsuneishi Heavy Industries shipyard in January and proceeded to Japanese ports for discharge.

**Agent:** T. Parker Host

**Stevedore:** CNX Marine Terminals

**Towing:** Moran Towing of Maryland



*Participating in the wheel ceremony for the Höegh Singapore were, from left, Samuel Ham and David Honor of Höegh Autoliners, Capt. Xiang Wen Jie, MPA's Lawrence Johnson and Morten Govertsen, Höegh Autoliners' Port Capatin.*

## Höegh Singapore Slips into Port

Flying the flag of Norway, the 4,400-Car Equivalent Unit (CEU) Höegh *Singapore* recently made her maiden voyage to the Port of Baltimore. Built in 2011, the *Singapore* is a 12,210 Deadweight Tonnage (DWT) vessel.

**Agent:** John S. Connor, Inc.

**Stevedore:** Ceres Marine Terminal

**Towing:** McCallister Towing of Baltimore



## Hapag-Lloyd Brings Heidelberg Express to Seagirt

The *Heidelberg Express*, a full container vessel sailing for Hapag-Lloyd and flying the flag of Bermuda, recently discharged 134 containers and one piece of breakbulk cargo at the Seagirt Marine Terminal. The ship is 235.64 meters long and 32.2 meters wide, with a 2,820 TEU cargo capacity.

*For more information on Hapag-Lloyd's service to the Port of Baltimore, please see page 18.*

**Agent:** Norton Lilly

**Stevedore:** Ports America

**Towing:** Moran Towing of Maryland





## ENVIRONMENTAL CONSULTANTS

This list, prepared by the Maryland Department of the Environment and published online at [www.mde.state.md.us](http://www.mde.state.md.us), features companies identified as environmental consultants and displaying particular experience in remediating oil-contaminated sites.

*The Maryland Department of the Environment, Maryland Port Administration and Media Two make no claim as to this list's completeness or to the quality of work performed, and assume no responsibility for errors, inaccuracies or omissions. Inclusion on this list is not to be considered an endorsement by the State of Maryland or Media Two.*

*Source: Maryland Department of the Environment, [www.mde.state.md.us](http://www.mde.state.md.us), April 2011. Web addresses compiled by Media Two, February 2012.*

### **Environment Land Management Administration - Oil Control Program**

1800 Washington Blvd., Ste. 620  
Baltimore, MD 21230-1719  
410-537-3442, 1-800-633-6101  
[www.mde.state.md.us](http://www.mde.state.md.us)

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[www.menv.com](http://www.menv.com)

### **Maryland Port Administration Safety, Environment & Risk Management**

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### **Ace Environmental Services, LLC**

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[www.aceenvironmental.net](http://www.aceenvironmental.net)

### **Advanced Environmental Concepts, Inc.**

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410-795-4626  
[www.alwi.com](http://www.alwi.com)

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### **APEX Environmental, Inc.**

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[www.apexenv.com](http://www.apexenv.com)



**ARC Environmental, Inc.**

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**ATC Associates, Inc.**

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410-381-0232  
www.atcassociates.com

**Atlantic Environmental Services, LLC**

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Beltsville, MD 20704  
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**Chesapeake Environmental Group, Inc.**

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**Groundwater & Environmental Services, Inc.**

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STORY BY KATHY BERGREN SMITH

**B**ananas were first introduced to America at the Centennial Exposition of 1876 in Philadelphia and quickly caught on as a favorite exotic fruit. Today, the average American consumes 26 pounds of bananas each year.

Pier One in the Inner Harbor, where the National Aquarium now stands, was ground zero for banana imports bound for the local region and the Midwest during most of the 20th century. Several steamship companies made direct calls to Baltimore first from Jamaica and later from Central America, where the banana business was so powerful that countries there became known as "banana republics." Chief among the importers was

the United Fruit Company, now known as Chiquita. But there were other, smaller concerns, such as the Fava Fruit Company, whose Pratt Street cast iron warehouse facade now greets visitors at the Baltimore City Life Museum. There was also Lanasa & Goffe, a partnership of an Italian-American and a Jamaican.

This photo from 1928 shows longshoremen unloading a banana ship, hefting 100-pound stems of fruit onto conveyors where they were loaded directly into railcars waiting on a barge. The "car floats" would then carry the railcars and their perishable cargo across the harbor to the B&O or Pennsylvania rail yards. 🌐

The above photograph is provided courtesy of the Baltimore Museum of Industry and is part of the museum's BGE collection. Visit the Baltimore Museum of Industry at 1415 Key Highway on the south side of the Inner Harbor; check out their website at [www.thebmi.org](http://www.thebmi.org); or call 410-727-4808. The museum is open Tuesday through Sunday, 10 a.m.-4 p.m.



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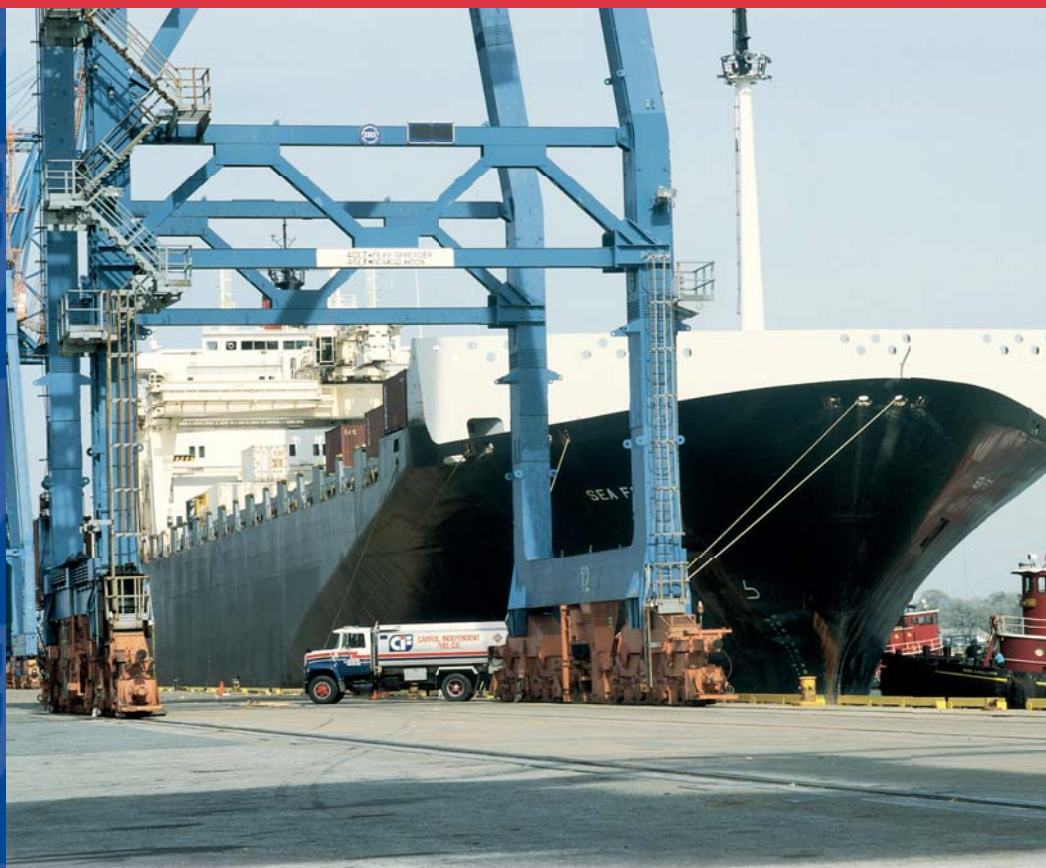
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